

Message Text

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PAGE 01 PARIS 04915 161737Z
ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 USIA-15
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FM AMEMBASSY PARIS
TO SECSTATE WASHDC 6111

UNCLAS PARIS 04915

EXCON

E.O. 11652: N/A
TAGS: ESTC, FR
SUBJECT: RECOMMENDATION UNDER DIB678P PROCEDURE --
MICROEL, SA

REF: STATE 026142

1. EDO INTERVIEWED MR. JAMES ROYER, MANAGING DIRECTOR,
AND MR. WILLIAM TRAVIS, SALES MANAGER, OF MICROEL
(S.A.) ON 9 FEBRUARY REGARDING REF LICENSING REQUEST.
MR. ROYER STATED THAT MICROEL, A GENERAL DISTRIBUTING
COMPANY FOUNDED IN LATE 1977, IN FACT HAD AN EXCLUSIVE

WRITTEN CONTRACT WITH MICRO NETWORKS CORP. TO DISTRI-
BUTE WITHIN FRANCE, COMPUTER HARDWARE EQUIPMENT PRO-
DUCED BY MICRO NETWORKS. SPECIFICALLY, MICROEL
INTENDS TO IMPORT FOR RESALE DIGITAL AND ANALOG
CONVERTERS, MICROCIRCUITS AND MULTISHIPS.

2. MICROEL, WITH A CURRENT STAFF OF TEN PEOPLE,
ANTICIPATES A GROSS VOLUME OF BUSINESS WITH MICRO
NETWORKS FOR THE YEAR 1978 OF BETWEEN \$300,000 AND
\$500,000. MR. ROYER NOTED THAT HIS PRINCIPAL CUS-
TOMERS WOULD BE FIRMS BELONGING TO THE "CLUB DE LA
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PERI-INFORMATIQUE FRANCAISE", PARTICULARLY THOMPSON
C.S.F.

3. BASED ON FAVORABLE INTERVIEW WITH MESSRS. ROYER
AND TRAVIS, THE FACT THAT MICROEL MEETS ESTABLISHED
CRITERIA FOR THE DIB678P PROCEDURE IN TERMS OF
ESTIMATED SALES VOLUME AND CONTRACTUAL REQUIREMENTS,

WE RECOMMEND THAT MICROEL (S.A.) BE ACCEPTED AS A PARTICIPANT AS REQUESTED. IT SHOULD BE NOTED HOWEVER THAT INsofar AS MICROEL HAS SO RECENTLY BEEN INCORPORATED, A VERIFIABLE CREDIT RATING HAS YET TO BE ESTABLISHED.
MYERSON

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Message Attributes

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Decaption Note:
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Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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